



## **PROGRAMME**

'YOURS FOR THE ASKING'

SEMINAR

Friday, 13th September, 1974



**MORNING SESSION – 8.15 a.m. to 12.30 p.m.**

8.15–9.00 Registration

National Anthem

Invocation by Dr. L.A. Born

Code of Ethics – Read by Aubrey Lewis, F.L.U.A., Dip.A.I.I.  
Equitable Life & General Insurance Co. Ltd.

State Presidents Welcome  
Stewart F. Johnson, F.L.U.A. Dip. A.I.I.  
A.M.P. Society, Brisbane

**OFFICIAL OPENING AND ADDRESS**

**"THE CHANGING MARKET PLACE"**

Frank K. Durbridge, A.A.S.A.  
State Manager,  
National Mutual Life Association of A/Asia Ltd.

**"WHERE DO YOU FIND THE PROSPECTS?"**

John Irving, F.L.U.A.  
Legal & General Assurance Society Ltd., Brisbane

**"AGENCY SERVICE IDEAS" – PANEL**

A Panel of three (3) Speakers. Followed by short  
question period.

**"TIME CONTROL"**

Paul A. Brannelly, F.L.U.A., Dip. A.I.I.  
Legal & General Assurance Society Ltd., Brisbane

**"CLIENT SERVICES"**

Norm Davis, F.L.U.A.  
Prudential Assurance Co. Ltd., Brisbane

**"ORGANISATION"**

Ken Berkery, F.L.U.S., Dip. A.I.I.  
The Colonial Mutual Life Assurance Society Ltd.,  
Brisbane

**MORNING TEA BREAK – 15 MINUTES**

Three individual Addresses followed by a short question period at  
the end of each address.

**"ARE WE SELLING SERVICE?"**

Nigel Wenck, F.L.U.A., F.A.I.I.  
A.M.P. Society, Brisbane

**"HOW DID YOU GET STARTED IN BUSINESS?"**

Brian L. Jones, F.L.U.A., Dip. A.I.I.  
Yorkshire-General Life Assurance Co. Ltd., Brisbane

Introduced by Dudley Dick, Scottish Amicable Life  
Assurance Society, Brisbane.

**"DO YOU SELL TO NEEDS?"**

Reg Hulse, F.L.U.A., Dip. A.I.I.  
A.M.P. Society, Sydney.

**12.30–1.30 LUNCHEON RECESS**







**AFTERNOON SESSION – 1.30 – 4.45 p.m.**

**"WHAT'S YOUR PROBLEM PANEL"**

Michael J. Corrie – Moderator.  
Legal & General Assurance Society Ltd., Brisbane

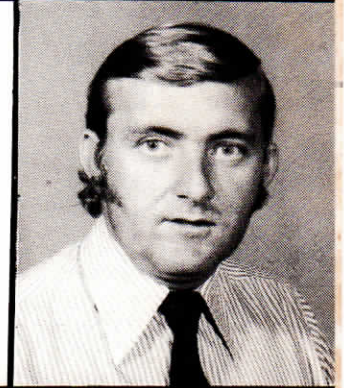
The Panel will answer submitted questions as directed by the Moderator.  
If time permits additional written questions may be accepted from the floor.

**COUNTRY MEMBERS**

Reg Pain, A.L.U.A.  
State Government Insurance Office, Bundaberg  
Ken Kipping,  
Legal & General Assurance Society, Ltd., Townsville  
Bob Fowler,  
The Mutual Life & Citizens Assurance Co. Ltd., Cairns

**CITY MEMBERS**

Paul Maughan, A.L.U.A., Dip. A.I.I.  
Commonwealth General Assurance Corporation  
Ian Donaldson, A.L.U.A., B. Com.  
National Mutual Life Association of A/Asia. Ltd.  
Cameron Staniforth,  
The Mutual Life & Citizens Assurance Co. Ltd.



**MARSHALL L. WOLPER, C.L.U.**

Followed by Question Period of 20 to 30 minutes

**NOVICE AGENTS TROPHY PRESENTATION**

**SEMINAR CLOSE**

Alan A. Dimmick, L.U.A.A., A.A.I.I., Dip. A.I.I.  
National Mutual Life Association of A/Asia. Ltd.,  
Toowoomba.



4.50–5.30 Refreshments, Fellowship



## **YOUR ORGANISATION COMMITTEE REQUESTS**

1. Please refrain from smoking whenever possible during Programme Sessions.
2. Tape Recorders are not permitted in the Assembly Room.
3. Written questions are only accepted. Please use the forms provided in the Attendee Kit.
4. Bar-B-Que. Our registrations close at the end of luncheon break – **THERE WILL BE NO EXCEPTIONS.**
5. Visitors are requested to contact Transport Booth if Transport is required to and from Bar-B-Que. Please do this as soon as possible.
6. L.U.R.M. Manuals are available for purchase at L.U.R.M. Booth in Foyer.  
A Special Attendee Price of \$10.00 is applicable provided you take your Manual today.
7. A Membership Booth is provided for non-members and members who wish to make enquiries regarding membership status or new membership applications.
8. M.D.R.T. Booth is provided to display Million Dollar Round Table equipment and service inquiries are also welcome.